

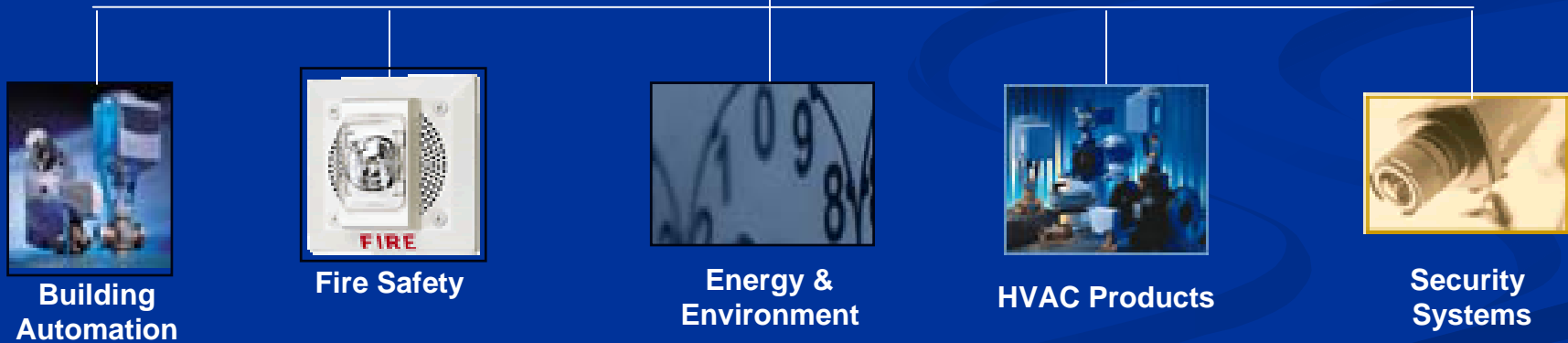
The background of the advertisement is a low-angle photograph of a modern building's glass facade. The sun is positioned behind the building on the left side, creating a bright lens flare and illuminating the scene. The sky is a clear, deep blue. A faint grid pattern is visible across the entire image.

SIEMENS

Building Technologies

Driving High-Performance Buildings





What do you really want from a PC partner?

I want some guarantees !!



- Capable
- Experienced
- Reliable
- Interested
- Has your back

Siemens Building Technologies

A complete Energy Solutions Company

- 110 years experience in operating, renovating, servicing and maintaining facilities
- Serving over 400 K-12 school districts, State Agencies and Municipalities
- Providing over 800 performance contracts
- \$75 billion annually in projects
- Over \$1.5 billion in Energy Guarantees
- A local Virginia company – over 200 local employees

Siemens Building Technologies

Specific Education and Government Experience

- City of Fredericksburg
- Caroline County Schools
- City of Virginia Beach
- Mathews County Schools
- City of Hampton
- City of Richmond
- Virginia Union University
- George Mason University
 - \$ 12,000,000 Capital Project
 - \$ 1,000,000 1st year projected savings
 - Actual 1st year savings \$ 1,700,000

Siemens Building Technologies

More than an ESCo

- Experts in all aspects of building systems:
 - Design, manufacturing, installation, maintenance and operations
 - HVAC, environment, utility mgt., controls, fire/life safety, communications, security, intercom, clock systems , lighting and IT
 - LEED, Sustainable and Green Energy, New Energy Technologies

Siemens Building Technologies

Strength – People dedicated to PC

- Six Energy Engineers (CEM, CLEP, DSM, three PEs) and over 25 automation design engineers
- Over six Certified Project Managers
- Class A Mechanical Contractor
- Management backing to the President

Siemens Building Technologies

Strength of Results

- Approach and Experience – Building Performance
- The Trust between You and ESCo – No Change Orders
- Final decisions on equipment, implementation, and operations as the you want it !

Siemens Building Technologies

A Partner you want to work with:

- Capable and Experienced
- Wants your Business
- You can Trust
- There Before, During and After



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